

Message Text

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PAGE 01 BUENOS 05638 272228Z

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TAGS: OEXC, AR(GONZALEZ-SOTELO, IGNACIO)

SUBJ: T.Q. INTERNATIONAL VISITOR GONZALEZ-SOTELO
PROGRAM SUGGESTIONS

REF: BUENOS AIRES 5394

1. GONZALEZ-SOTELO IS LEGAL ADVISOR SPECIALIZING IN CONTRACTS FOR "FABRICACIONES MILITARES", ONE OF ARGENTINA'S LARGEST INDUSTRIAL COMPANIES WITH 14,000 EMPLOYEES AND ANNUAL SALES OF \$40 MILLION. COMPANY IS VERTICALLY-ORGANIZED INDUSTRIAL CONGLOMERATE OWNED BY GOVERNMENT AND CONTROLLED BY ARMED FORCES. ITS 14 PLANTS PRODUCE VARIETY OF MILITARY AND CIVILIAN ITEMS: WEAPONS, EXPLOSIVES, RAILROAD EQUIPMENT, COMMUNICATIONS EQUIPMENT, ELECTRONIC AND ELECTRIC COMPONENTS, AUTOMOBILE PARTS, LPG CYLINDERS, FABRICATED METALS, ETC. COMPANY OWNS SEVERAL MINES AND FORESTRY OPERATIONS, AND HOLDS CONTROLLING INTERESTS IN STEEL MILLS, PETROCHEMICAL COMPANIES AND SHIPYARDS. ANNUAL SALES OF TOTAL GROUP ESTIMATED ABOUT \$400 MILLION.

2. GRANTEE DESIRES VISIT AMERICAN COMPANIES TO STUDY POSSIBILITIES FOR COOPERATIVE VENTURES WITH HIS OWN COMPANY AND TO OBSERVE LATEST DEVELOPMENTS IN TECHNOLOGY AND MANAGEMENT. HE EXPECTS TO BE ACCOMPANIED BY AN ASSISTANT TRAVELLING AT COMPANY'S EXPENSE. LIST OF VISITS REQUESTED FOLLOWS:

A. WASHINGTON, DC: INTERAMERICAN DEVELOPMENT BANK
(MR. GUILLERMO MOORE AND MR. JUAN ALVAREZ PRADO,
UNCLASSIFIED

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PAGE 02 BUENOS 05638 272228Z

BOTH IN PROJECT ANALYSIS DEP.), WORLD BANK

(MR. ADALBERTO KRIEGER-VASENSA, VICE-PRESIDENT FOR
LATIN AMERICA, AND MR. DAVID GREENE), EXPORT-
IMPORT BANK.

B. RICHMOND, VA: MOBIL CHEMICAL (PHOSPHORUS DIVISION OF
INDUSTRIAL CHEMICAL GROUP)

C. WILMINGTON, DEL: DUPONT DE NEMOURS (INDUSTRIAL CHEMICAL
DEPT).

D. NEW JERSEY:
MORRISTOWN: ALLIED CHEMICAL CORP., INDUSTRIAL
CHEMICAL DIV.
PRINCETON: AMERICAN CYANAMID CO., AGRICULTURAL DIV.

E. PITTSBURGH, PA: NATIONAL STEEL CORP., BETHLEHEM
STEEL CORP., KOPPERS CO.

F. OHIO:
CLEVELAND: HANNA MINING CO., ARTHUR G. MCKEE CO.,
REPUBLIC STEEL, DIAMOND SHAMBOCK
(AGRICULTURAL CHEMICAL DIV.)

G. MIDLAND, MICHIGAN: DOW CHEMICAL CORP. (MR. ROBERT
CALDWELL, VICE-PRESIDENT FOR LATIN
AMERICA)

H. ST. LOUIS, MO: MONSANTO POLYMERS AND PETROCHEMICALS CO.

I. PORPHYRIC COPPER MINES, FOR EXAMPLE:
YERRINGTON, NEVADA (ANACONDA)
UTAH COOPER, UTAH (KENNECOTT)
SAN XAVIER, ARIZONA (ASARCO)
IF NONE OF THESE POSSIBLE THEN SUGGEST EITHER MORENCIA
OR AJO, BOTH PHELPS DODGE MINES IN ARIZONA.

J. CALIFORNIA:
LOS ANGELES: CYPRUS MINING CORP. 555 S. FLOWER STREET
SAN FRANCISCO: STAUFFER CHEMICAL CO. FERTILIZER AND
MINING DIV.
UNCLASSIFIED

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PAGE 03 BUENOS 05638 272228Z

OAKLAND: KAISER INDUSTRIES CORP. (MR. J.F. MCCLOUD,
VICE PRESIDENT AND FORMER PRESIDENT OF
KAISER-ARGENTINA)

K. NEW YORK CITY:
ANACONDA CO., 1271 AVE. OF THE AMERICAS
ASARCO INC., 120 BROADWAY
NEWMONT MINING CORP., 300 PARK AVE.

PHELPS DODGE CORP., 300 PARK AVE.
POTASH CO. OF AMERICA, 630 5TH AVE.
UNION CARBIDE CORP., CHEMICAL AND PLASTICS DIV.,
270 PARK AVE.
UNITED NATIONS, CENTER FOR NATURAL RESOURCES,
ENERGY AND TRANSPORT (MR. J.S. CARMAN,
TECHNICAL MANAGER, REVOLVING FUND),
ONE U.N. PLAZA

3. PROGRAM SHOULD INCLUDE AS MANY OF ABOVE COMPANIES AND ORGANIZATIONS AS POSSIBLE WITH AT LEAST ONE FIRM IN EACH AREA OF INTEREST. GRANTEE REALIZES TIME INSUFFICIENT TO VISIT ALL; ONLY "MUSTS" ARE WASHINGTON BANCKS AND UNITED NATIONS. REQUEST TRIP END IN NEW YORK CITY WHERE TALKS WITH COMPANY MANAGERMENTS WILL SERVE AS FOLLOWS UP TO PLANT AND MINE VISITS.

4. NON-PROFESSIONAL INTERESTS: GONZALEZ-SOTELO HAS VISITED THE UNITED STATES SEVERAL TIMES BUT HIS EXPERIENCE LIMITED TO EAST COAST: WASHINGTON AND NEW YORK. HE DESIRES SEE OTHER PARTS OF COUNTRY. INTERESTED IN MUSEUMS, ART, AND MUSIC. A VISIT TO A NATIONAL PARK (EG: GRAND CANYON) WOULD BE APPRECIATED.

5. INFORMATION ON PERSON ACCOMPANYING GRANTEE WILL BE CABLED WHEN AVAILABLE.
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